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UNCLAS DJIBOUTI 000511

SIPDIS

FOR OBO RE/PM/AQD - VICKI HARTUNG

E.O. 12958: N/A

TAGS: [ABLD](#) [AMGT](#) [ASEC](#) [DJ](#)

SUBJECT: DJIBOUTI NEC SITE - FOLLOW-UP ON POST REQUEST FOR OBO ASSISTANCE

REF: (A) STATE 091268, (C) DJIBOUTI 499

1. (U) Post wishes to reiterate the importance of having the assistance of a real estate professional to guide us through the closing process on the Salines South site to a successful conclusion.

2. (U) Vicki Hartung's visit to Post would be an asset for the following reasons:

-- The Djiboutian Government needs to see an expert representative from Washington who can "speak" to the specific issues governing this NEC land transaction;
-- As an International Real Estate Representative she can speak about the importance of this deal, from a real estate and operational perspective, to the Djiboutian Government Representative;
--Ms. Hartung will meet with the Ministry of Finance and Department of Housing, Post counsel Alain Martinet, and other key players listed in Ref (A).

3. (U) In essence Ms. Hartung and the other members of the team arriving in June need to meet as a unified Washington presence with all the major participants in this project. The negotiating expertise, overall knowledge, and ability to speak for OBO in real time that she will bring to the table are key to being able to conclude the purchase agreement.

We do not face an unwillingness of Djibouti to complete the necessary preliminary requirements to effectuate purchase, only a lack of full understanding of their critical nature.

4. (U) Post requests that REPM/AQD Vicki Hartung travel to Djibouti to assist with negotiating the final settlement.
RAGSDALE